



SAP Innovation Awards 2019 Entry Pitch Deck

Impactful Transformation of Sales Order Process with SAP
Cloud Platform SDK for Android

Delfi Limited (Partnered with Incture Technologies)

THE BEST RUN



Video Link



<https://www.youtube.com/watch?v=yzXSACyNBpU>



Optimize Sales Order Process With SAP Cloud Platform SDK for ANDROID



Delfi Limited



TRUST & CREDIBILITY

Markets & distributes its own brand of chocolate confectionary products

60+ years of satisfying customers, became a public listed company in **2004**

Headquartered in Singapore with two manufacturing facilities (Indonesia and Philippines)

Sold in over 10 South East Asian countries, holds **50%** market share in Indonesia

AWARDS & RECOGNITION

2004 Best newly listed Singapore company (Asia Money)

2005 Singapore's 15 most valuable brands (IE Singapore)

2009 Best Annual Report (Gold) (Singapore Corporate Awards)

CHALLENGES FACED

- Paper-based sales order process increased time for order processing, and difficulties in efficiently tracking/processing sales orders
- Time-consuming processes caused limited visibility and lack of efficiency
- Difficulties in achieving streamlined scalability

PROJECT SOLUTION

We partnered with Incture Technologies to develop an order management solution on SAP Cloud Platform, which allowed users to access and create sales orders across mobile and web portal. Users are provided with end-to-end visibility so that they can easily view order history and track orders.

RESULT

Our solution resulted in a highly visible, efficient and accurate model of sales order management. All the sales data is updated in real-time on the app itself, thus Achieving speed and accuracy in closing the sales orders.

Order processing time reduced from 1 day to almost real-time

100% transparency and traceability of Sales Orders

Instant backend updates enabled management to make quick decisions

Improved overall company efficiency

Successful digital transformation retaining its market leader position



Partner Information

Incture Technologies

Implementation Partner



Incture has been delivering “technology-enabled business innovation” to SAP customers since 2006. Our digital apps solve a multitude of business and technology problems, in ways smarter than was possible with legacy and Web applications. Digital apps integrate people, processes, data, systems, and the Internet of Things to make work easy, and deliver a shift in business performance and people experiences.

To get the best from the “app economy” for your team or organization, talk to Incture. With offices in the US, Canada, India, and Southeast Asia, Incture has been instrumental in technology-enabled business innovations at a number of large and small customers across the world.



Business Challenge & Objectives

Some of the major problems that Delfi faced in this operation were:

- Difficulties in efficiently tracking and processing sales order requests
- Increased chances of error due to paper-based sales order creation
- Limited visibility and lack of efficiency because of the time-consuming processes
- Difficulties in achieving streamlined scalability
- Complexity of their sales order management business function due to vast network of retailers and distributors in multiple countries.

Project Objective

The main project objective was to close sales orders swiftly and satisfactorily, without compromising on efficiency or accuracy. This would contribute to a overarching company objective to maintain their status as the market leader in South-East Asia.



Project / Use Case Details

INCTURE SOLUTION

Our Partner, **Incture**, developed an order management solution on **SAP Cloud Platform**, which allowed users to access and create sales orders across mobile and web portal. Users are provided with end-to-end visibility so that they can easily view order history and track orders.

Sales planner module helps Sales Representatives plan their outlet visits for a month and follow that schedule. Sales Manager has complete visibility of Sales Rep's planned and visited outlets. They also take merchandizing information through images/questionnaire which helps them to increase sales through improved marketing.

Our solution resulted in a highly visible, efficient and accurate model of sales order management. All the sales data is updated in real-time on the app, thus creating a single interface for all sales order related processes and information.

Incture
TECHNOLOGIES





Project / Use Case Details

About the SAP Cloud Platform SDK For Android

The SAP Cloud Platform SDK for Android provides the tools for developing native Android applications that use SAP Cloud Platform mobile services. The SDK is based on the Java programming language and Kotlin and is built on top of Google's Android SDK.





Project / Use Case Details

WHY ANDROID SDK?

Access to **SAP Cloud Platform** capabilities and services

End-to-end integrated security

Access to core **SAP S/4HANA** data and business processes as well as access to third-party data sources

Support for offline apps

Enterprise-grade logging and usage reporting support



01



02



03



04



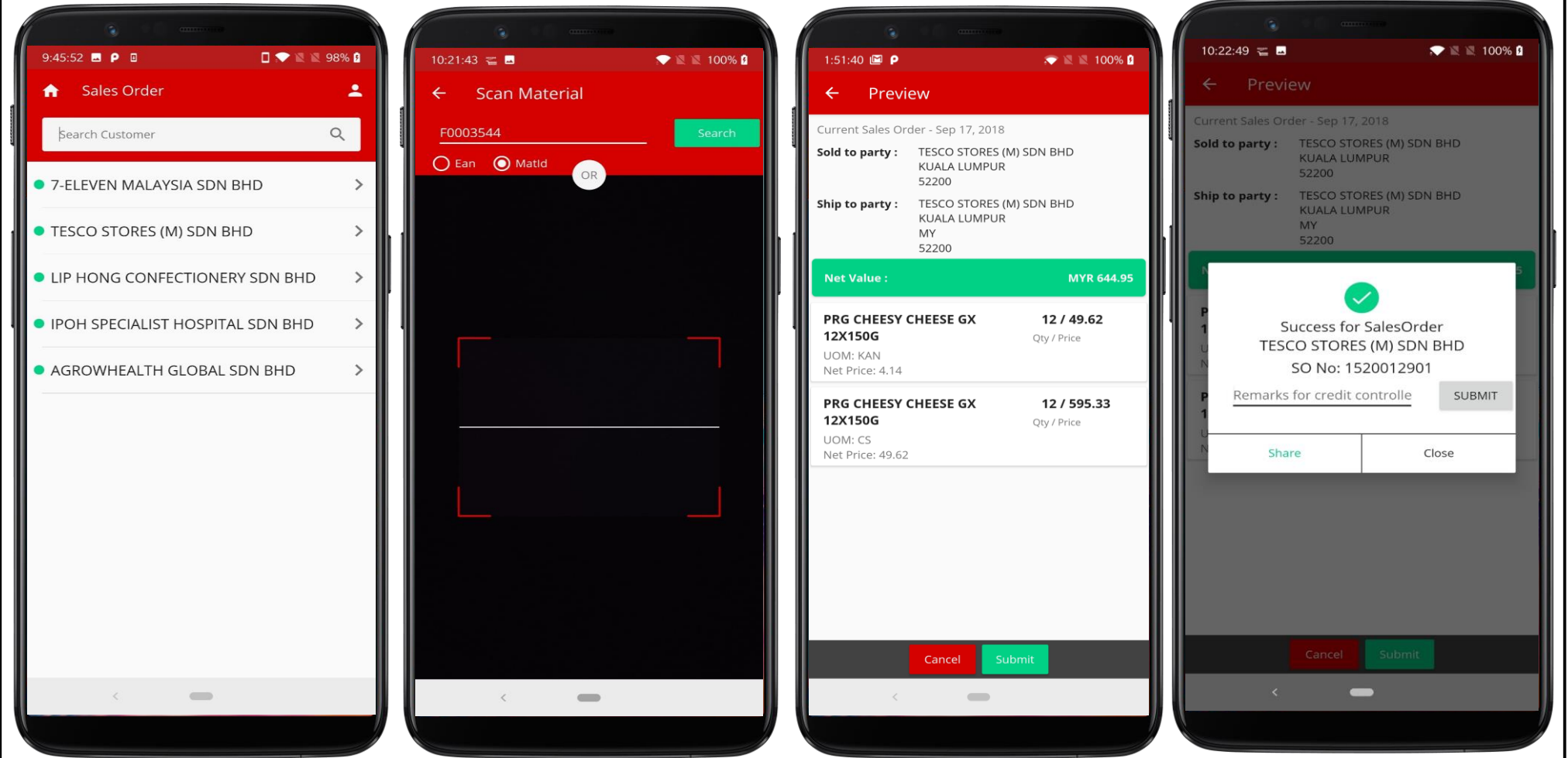
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Project / Use Case Details

SALES ORDER CREATION



Incture
TECHNOLOGIES

Delfi



Benefits and Outcomes

Business / Social

- ❖ Reduced time taken for sales order creation
- ❖ Dependency on paperwork was eliminated
- ❖ Easier to obtain actionable insights
- ❖ Greater security and control
- ❖ 100% visibility of sales order process
- ❖ Improved access and effective communication
- ❖ Better analytics
- ❖ Reduced process cycle time

IT

- ❖ Lower cost per sale due to streamlined order creation
- ❖ Higher ROI on sales personnel
- ❖ 100% visibility of sales cycle, stock and collections
- ❖ Greater control and governance
- ❖ More visibility on Sales Reps through sales planner.
- ❖ Improved access to key data for financial analysis

Human Empowerment

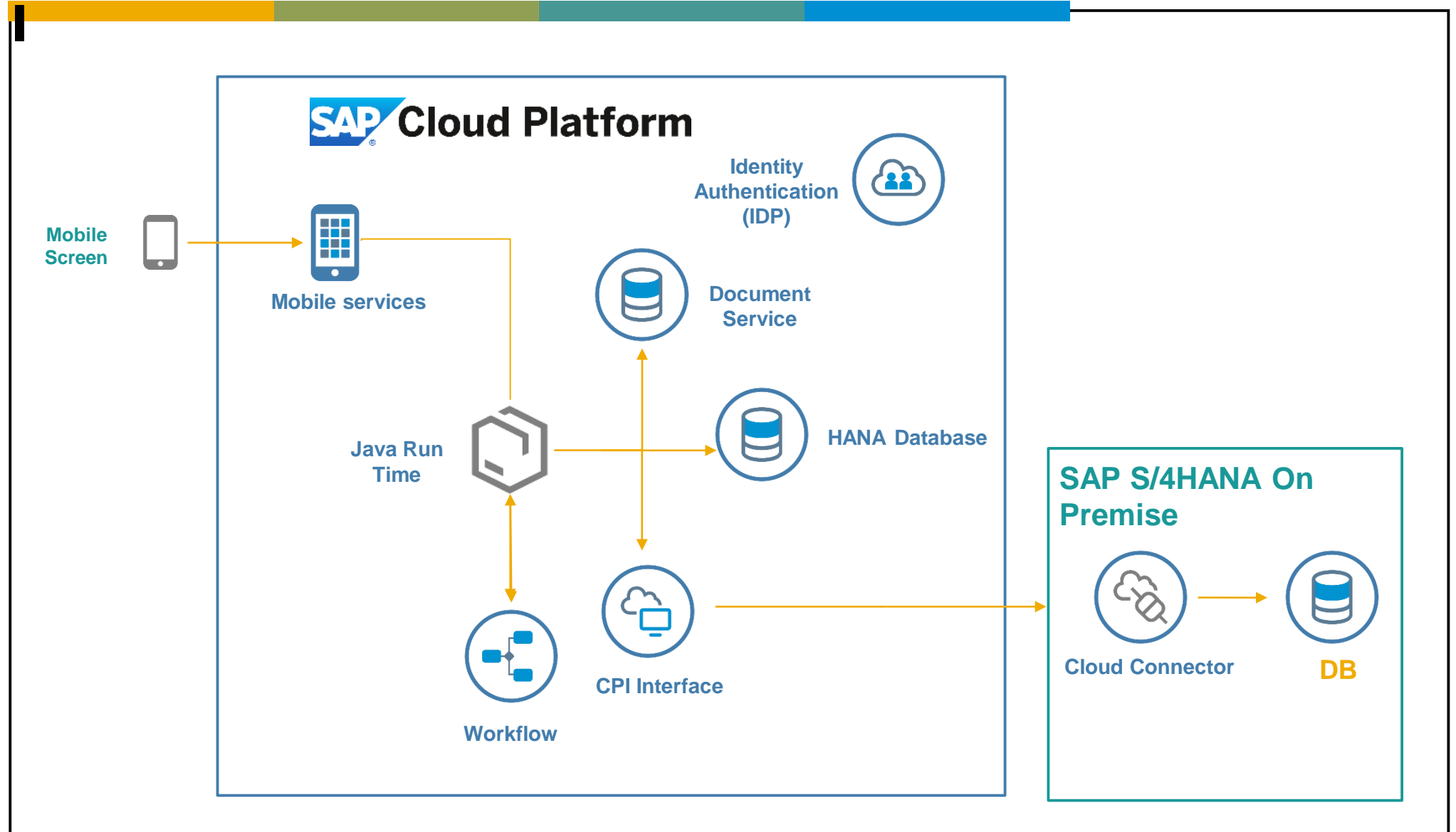
- ❖ Easier process to create sales orders
- ❖ Elimination of scope for discrepancies
- ❖ Access to stock and collections information
- ❖ No dependency on paper documents
- ❖ Merchandizing information through images and questionnaire helps in better marketing.



Incture
TECHNOLOGIES

Delfi

Architecture





Deployment

Date of Deployment or POC: 20th November

Number of live users: 200+

SAP Technologies Used:

SAP Cloud Platform	Go - Live
S/4HANA	Go - Live
Cloud Connector	Go - Live
SCP Mobile Services	Go - Live
SCP SDK for Android	Go - Live

Server Processor:

Linux Distribution: